

Joe Riggs

Summary of Experience

- Recipient of Numerous National Sales and Production Awards.
- National Sales Training
- Sales Management in Medical Device and Finance
- Public, Private, and Nonprofit Sector Financial Operations and Budget
- Public Policy
- Media and Government Relations
- Organizational Recruiting and Development
- Program Advocacy
- FINRA Licensed Series 7, 63, 24

An entrepreneurial leader with demonstrated organizational, analytical, and communications skills. Achievement-oriented with foresight; a dedicated team player who is able to work independently within the organization.

Professional Experience

FINANCIAL ADVISOR | MERRILL LYNCH | FROM 1/2019

- Transitioning back into wealth management..

OWNER | ALASKA HEALTHCARE STRATEGIES | FROM 2012

- I have successfully independently represented surgical capital equipment, disposables, implants, and biologics with a primary focus in orthopedics. Including sports medicine, joint replacements, extremity solutions, trauma, biologics (including tendon, dermis, and bone), and limb salvage. Capital equipment that I have successfully sold include large and small bone power, advanced arthroscopic and laparoscopic video systems, resection, and instruments.
- Recipient of numerous "rookie of the year", production, quota achievement awards, and bonuses.
- I Currently represent:
 - Orthofix, external fixation and biologics.
 - Veran Medical Technologies, Pulmonary and IR 3D EM navigation.
 - Amniox Medical's line of regenerative medical products.

TERRITORY MANAGER | COMEDICAL | 2010-2012

- Territory manager for specialty medical device distributor.
- Represented a variety of products, both capital and disposable, that spanned most of the healthcare space including:
 - Surgery
 - Anesthesia
 - NICU/Labor and Delivery
 - Emergency Room
 - Cath Lab and Interventional Radiology
 - Respiratory Therapy
 - General medical floors
 - Lab and Pharmacy
 - Acute Care
 - Patient Monitoring

PARTNER | BACK IN MOTION CHIROPRACTIC | 2002-2011

- Partnered with my physician spouse in this start up medical clinic.
- We adjusted the business model and grew the company to the point where I was able to pull back from involvement in day to day operations and assume an advisory role.
- Managed growth as the company grew at an exponential rate.
- Recruited and hired long term staff that was able to assume the daily operations of the company.
- Maintains the reputation as one of the leading chiropractic clinics in Anchorage.

PRINCIPAL | RIGGS INVESTMENT SERVICES | 2000-2002

- Established my own firm in order to expand the basic services that I provided at Edward Jones to include real estate investment, business development, consulting, and venture funding. I also had the freedom to recruit and train additional advisors as staff.
- Increased my rate of revenue growth over my former business.
- Funded business ventures within the community.
- Assisted in negotiating private/public partnerships.
- Firm was purchased in 2002.

INVESTMENT ADVISOR | EDWARD JONES | 1996-2000

- Established one of the first offices in Alaska.
- Rapidly grew office revenue to profitable status.
- As growth coordinator, I recruited, placed, trained, and mentored advisors statewide.
- Recipient of numerous production awards including travel and bonus.
- Licensed series 24, 7, and 63.

Achievements and Awards

CANDIDATE, ALASKA STATE HOUSE 2018

- Candidate for Alaska State House, 2018 Primary
- Ran on a healthcare advocacy platform.
- Organized physicians, facilities, and patients into a single group of supporters.

EDWARD JONES

- Prospecting Award 1996
- Bonus 1996-2000
- Travel Awards, 2 Per Year 1996-2000
- Promoted to Growth Coordinator for Alaska

RIGGS INVESTMENT SERVICES

- Successful Sale of Business.

Community Service

ANCHORAGE BUDGET ADVISORY COMMISSION | VICE CHAIR

- Appointed by Mayor Sullivan, served 2 terms ending June 2018
- Conducts review of Municipal and Anchorage School District budgets.
- Commission proposed a major PILT program.

MEMBER OF COMMONWEALTH NORTH

- Member of Fiscal Action Coalition.
- Member of Energy Action Coalition.
- Member of Oil Investment Tax Structure group.

BLOOD BANK OF ALASKA | FORMER BOARD MEMBER

- Board service ending in 2013.

CHALLENGE ALASKA | FORMER BOARD MEMBER

- Final term ended in the Fall of 2014.

GREATER MATSU CHAMBER OF COMMERCE | FORMER BOARD MEMBER

Education

UNIVERSITY OF ALASKA, BA IN ECONOMICS, GPA 3.6